

**Johnson & Johnson and Subsidiaries**
**Supplementary Sales Data**

(Unaudited; Dollars in Millions)

**FOURTH QUARTER**

			Percent Change		
	2014	2013	Total	Operations	Currency
<b>Sales to customers by segment of business</b>					
Consumer					
U.S.	\$ 1,294	1,263	2.5 %	2.5	-
International	2,312	2,490	(7.1)	0.1	(7.2)
	<b>3,606</b>	<b>3,753</b>	(3.9)	0.9	(4.8)
Pharmaceutical					
U.S.	4,356	3,551	22.7	22.7	-
International	3,643	3,745	(2.7)	5.8	(8.5)
	<b>7,999</b>	<b>7,296</b>	9.6	13.9	(4.3)
Medical Devices					
U.S.	2,954	3,200	(7.7)	(7.7)	-
International	3,695	4,106	(10.0)	(2.3)	(7.7)
	<b>6,649</b>	<b>7,306</b>	(9.0)	(4.7)	(4.3)
U.S.	8,604	8,014	7.4	7.4	-
International	9,650	10,341	(6.7)	1.2	(7.9)
Worldwide	<b>\$ 18,254</b>	<b>18,355</b>	(0.6) %	3.9	(4.5)

**TWELVE MONTHS**

			Percent Change		
	2014	2013	Total	Operations	Currency
	\$ 5,096	5,162	(1.3) %	(1.3)	-
	9,400	9,535	(1.4)	2.3	(3.7)
	<b>14,496</b>	<b>14,697</b>	(1.4)	1.0	(2.4)
	17,432	13,948	25.0	25.0	-
	14,881	14,177	5.0	8.3	(3.3)
	<b>32,313</b>	<b>28,125</b>	14.9	16.5	(1.6)
	12,254	12,800	(4.3)	(4.3)	-
	15,268	15,690	(2.7)	0.5	(3.2)
	<b>27,522</b>	<b>28,490</b>	(3.4)	(1.6)	(1.8)
	34,782	31,910	9.0	9.0	-
	39,549	39,402	0.4	3.7	(3.3)
	<b>\$ 74,331</b>	<b>71,312</b>	4.2 %	6.1	(1.9)

Johnson & Johnson and Subsidiaries  
Supplementary Sales Data

(Unaudited; Dollars in Millions)	FOURTH QUARTER				
			Percent Change		
	2014	2013	Total	Operations	Currency
Sales to customers by geographic area					
U.S.	\$ 8,604	8,014	7.4 %	7.4	-
Europe	4,560	4,968	(8.2)	0.6	(8.8)
Western Hemisphere excluding U.S.	1,782	1,891	(5.8)	3.9	(9.7)
Asia-Pacific, Africa	3,308	3,482	(5.0)	0.6	(5.6)
International	9,650	10,341	(6.7)	1.2	(7.9)
Worldwide	\$ 18,254	18,355	(0.6) %	3.9	(4.5)

TWELVE MONTHS				
		Percent Change		
2014	2013	Total	Operations	Currency
\$ 34,782	31,910	9.0 %	9.0	-
18,947	18,599	1.9	2.6	(0.7)
7,160	7,421	(3.5)	5.2	(8.7)
13,442	13,382	0.4	4.4	(4.0)
39,549	39,402	0.4	3.7	(3.3)
\$ 74,331	71,312	4.2 %	6.1	(1.9)

**Johnson & Johnson and Subsidiaries**  
**Condensed Consolidated Statement of Earnings**

(Unaudited; in Millions Except Per Share Figures)

**FOURTH QUARTER**

	2014		2013		Percent Increase (Decrease)
	Amount	Percent to Sales	Amount	Percent to Sales	
Sales to customers	\$ 18,254	100.0	\$ 18,355	100.0	(0.6)
Cost of products sold	5,853	32.1	5,955	32.5	(1.7)
Selling, marketing and administrative expenses	5,822	31.9	5,917	32.2	(1.6)
Research and development expense	2,635	14.4	2,411	13.1	9.3
In-process research and development	156	0.8	338	1.9	
Interest (income) expense, net	122	0.7	116	0.6	
Other (income) expense, net	963	5.3	868	4.7	
Earnings before provision for taxes on income	2,703	14.8	2,750	15.0	(1.7)
Provision for/(Benefit from) taxes on income	182	1.0	(769)	(4.2)	
Net earnings	\$ 2,521	13.8	\$ 3,519	19.2	(28.4)
Net earnings per share (Diluted)	\$ 0.89		\$ 1.23		(27.6)
Average shares outstanding (Diluted)	2,845.3		2,872.0		
Effective tax rate	6.7 %		(28.0) %		
<b>Adjusted earnings before provision for taxes and net earnings <sup>(1)</sup></b>					
Earnings before provision for taxes on income	\$ 3,925	21.5	\$ 3,909	21.3	0.4
Net earnings	\$ 3,612	19.8	\$ 3,561	19.4	1.4
Net earnings per share (Diluted)	\$ 1.27		\$ 1.24		2.4
Effective tax rate	8.0 %		8.9 %		

<sup>(1)</sup> See Reconciliation of Non-GAAP Financial Measures.

**Johnson & Johnson and Subsidiaries**  
**Condensed Consolidated Statement of Earnings**

(Unaudited; in Millions Except Per Share Figures)

**TWELVE MONTHS**

	<b>2014</b>		<b>2013</b>		Percent Increase (Decrease)
	<b>Amount</b>	<b>Percent to Sales</b>	<b>Amount</b>	<b>Percent to Sales</b>	
Sales to customers	\$ 74,331	100.0	\$ 71,312	100.0	4.2
Cost of products sold	22,746	30.6	22,342	31.3	1.8
Selling, marketing and administrative expenses	21,954	29.5	21,830	30.6	0.6
Research and development expense	8,494	11.4	8,183	11.5	3.8
In-process research and development	178	0.3	580	0.8	
Interest (income) expense, net	466	0.6	408	0.6	
Other (income) expense, net	(70)	(0.1)	2,498	3.5	
Earnings before provision for taxes on income	20,563	27.7	15,471	21.7	32.9
Provision for taxes on income	4,240	5.7	1,640	2.3	
Net earnings	\$ 16,323	22.0	\$ 13,831	19.4	18.0
Net earnings per share (Diluted)	\$ 5.70		\$ 4.81		18.5
Average shares outstanding (Diluted)	2,863.9		2,877.0		
Effective tax rate	20.6 %		10.6 %		
<b>Adjusted earnings before provision for taxes and net earnings <sup>(1)</sup></b>					
Earnings before provision for taxes on income	\$ 21,195	28.5	\$ 19,169	26.9	10.6
Net earnings	\$ 17,105	23.0	\$ 15,876	22.3	7.7
Net earnings per share (Diluted)	\$ 5.97		\$ 5.52		8.2
Effective tax rate	19.3 %		17.2 %		

<sup>(1)</sup> See Reconciliation of Non-GAAP Financial Measures.



**Johnson & Johnson and Subsidiaries**  
**Reconciliation of Non-GAAP Financial Measures**

(Dollars in Millions Except Per Share Data)	Fourth Quarter		% Incr. / (Decr.)	Twelve Months		% Incr. / (Decr.)
	2014	2013		2014	2013	
Earnings before provision for taxes on income - as reported	\$ 2,703	2,750	(1.7) %	\$ 20,563	15,471	32.9 %
Ortho-Clinical Diagnostics divestiture net (gain)/expense	49	-		(1,899)	-	
Litigation expenses	692	506		1,253	2,282	
Synthes integration/transaction costs	325	181		754	683	
Additional year of Branded Prescription Drug Fee	-	-		220	-	
In-process research and development	156	338		178	580	
DePuy ASR™ Hip program	-	134		126	251	
Other	-	-		-	(98)	
Earnings before provision for taxes on income - as adjusted	<u>\$ 3,925</u>	<u>3,909</u>	<u>0.4 %</u>	<u>\$ 21,195</u>	<u>19,169</u>	<u>10.6 %</u>
Net Earnings - as reported	\$ 2,521	3,519	(28.4) %	\$ 16,323	13,831	18.0 %
Ortho-Clinical Diagnostics divestiture net (gain)/expense	87	-		(1,062)	-	
Litigation expenses	652	227		1,225 (1)	1,646	
Synthes integration/transaction costs	237	110		555	483	
Additional year of Branded Prescription Drug Fee	-	-		220	-	
In-process research and development	115	294		131	462	
DePuy ASR™ Hip program	-	118		111	240	
Tax benefit associated with Conor Medsystems	-	-		(398)	-	
Scios tax benefit	-	(707)		-	(707)	
Other	-	-		-	(79)	
Net Earnings - as adjusted	<u>\$ 3,612</u>	<u>3,561</u>	<u>1.4 %</u>	<u>\$ 17,105</u>	<u>15,876</u>	<u>7.7 %</u>
Diluted Net Earnings per share - as reported	\$ 0.89	1.23	(27.6) %	\$ 5.70	4.81	18.5 %
Ortho-Clinical Diagnostics divestiture net (gain)/expense	0.03	-		(0.37)	-	
Litigation expenses	0.23	0.08		0.43	0.57	
Synthes integration/transaction costs	0.08	0.04		0.19	0.17	
Additional year of Branded Prescription Drug Fee	-	-		0.08	-	
In-process research and development	0.04	0.10		0.04	0.16	
DePuy ASR™ Hip program	-	0.04		0.04	0.08	
Tax benefit associated with Conor Medsystems	-	-		(0.14)	-	
Scios Tax Benefit	-	(0.25)		-	(0.25)	
Other	-	-		-	(0.02)	
Diluted Net Earnings per share - as adjusted	<u>\$ 1.27</u>	<u>1.24</u>	<u>2.4 %</u>	<u>\$ 5.97</u>	<u>5.52</u>	<u>8.2 %</u>

(1) Includes adjustment to deferred tax asset related to deductibility by tax jurisdiction

Johnson & Johnson and Subsidiaries  
Reconciliation of Non-GAAP Financial Measure

**Operational Sales Growth Excluding Acquisitions and Divestitures**

FOURTH QUARTER 2014 ACTUAL vs. 2013 ACTUAL

	Segments			
	Operational % <sup>(1)</sup>			
	Consumer	Pharmaceutical	Medical Devices	Total
<b>WW As Reported:</b>	<b>0.9%</b>	<b>13.9%</b>	<b>(4.7)%</b>	<b>3.9%</b>
U.S.	2.5%	22.7%	(7.7)%	7.4%
International	0.1%	5.8%	(2.3)%	1.2%
<b>Women's Health</b>				
<b><i>Sanitary Protection</i></b>	<b>0.5</b>			<b>0.1</b>
U.S.	1.4			0.2
International	0.1			0.0
<b>Women's Health</b>				
<b><i>K-Y</i>®</b>	<b>0.5</b>			<b>0.2</b>
U.S.	1.0			0.2
International	0.3			0.1
<b>Diagnostics</b>				
<b><i>Ortho-Clinical Diagnostics</i></b>			<b>6.2</b>	<b>2.5</b>
U.S.			6.7	2.9
International			5.8	2.3
<b>All Other Acquisitions and Divestitures</b>	<b>0.2</b>			<b>0.0</b>
U.S.	0.0			0.0
International	0.2			0.0
<b>WW Ops excluding Acquisitions and Divestitures</b>	<b>2.1%</b>	<b>13.9%</b>	<b>1.5%</b>	<b>6.7%</b>
U.S.	4.9%	22.7%	(1.0)%	10.7%
International	0.7%	5.8%	3.5%	3.6%

<sup>(1)</sup> Operational growth excludes the effect of translational currency

Johnson & Johnson and Subsidiaries  
Reconciliation of Non-GAAP Financial Measure

**Operational Sales Growth Excluding Acquisitions and Divestitures**

TWELVE MONTHS 2014 ACTUAL vs. 2013 ACTUAL

	Segments			
	Operational % <sup>(1)</sup>			
	Consumer	Pharmaceutical	Medical Devices	Total
<b>WW As Reported:</b>	<b>1.0%</b>	<b>16.5%</b>	<b>(1.6)%</b>	<b>6.1%</b>
U.S.	(1.3)%	25.0%	(4.3)%	9.0%
International	2.3%	8.3%	0.5%	3.7%
<b>Women's Health</b>				
<b><i>Sanitary Protection</i></b>	<b>1.4</b>			<b>0.3</b>
U.S.	3.8			0.6
International	0.1			0.0
<b>Women's Health</b>				
<b><i>K-Y®</i></b>	<b>0.3</b>			<b>0.1</b>
U.S.	0.6			0.1
International	0.1			0.0
<b>Diagnostics</b>				
<b><i>Ortho-Clinical Diagnostics</i></b>			<b>3.2</b>	<b>1.4</b>
U.S.			3.7	1.8
International			3.0	1.2
<b>All Other Acquisitions and Divestitures</b>	<b>0.1</b>	<b>0.1</b>		<b>0.1</b>
U.S.	0.0	0.1		0.1
International	0.1	0.1		0.2
<b>WW Ops excluding Acquisitions and Divestitures</b>	<b>2.8%</b>	<b>16.6%</b>	<b>1.6%</b>	<b>8.0%</b>
U.S.	3.1%	25.1%	(0.6)%	11.6%
International	2.6%	8.4%	3.5%	5.1%

<sup>(1)</sup> Operational growth excludes the effect of translational currency



REPORTED SALES vs. PRIOR PERIOD (\$MM)

CONSUMER SEGMENT <sup>(2)</sup>

BABY CARE

US

Intl

WW

ORAL CARE

US

Intl

WW

OTC

US

Intl

WW

SKIN CARE

US

Intl

WW

WOMEN'S HEALTH

US

Intl

WW

WOUND CARE/OTHER

US

Intl

WW

TOTAL CONSUMER

US

Intl

WW

FOURTH QUARTER						TWELVE MONTHS					
	2014	2013	% Change				2014	2013	% Change		
			Reported	Operational <sup>(1)</sup>	Currency				Reported	Operational <sup>(1)</sup>	Currency
<b>\$</b>	<b>96</b>	<b>105</b>	-8.6%	-8.6%	-	<b>\$</b>	<b>407</b>	<b>413</b>	-1.5%	-1.5%	-
	<b>428</b>	<b>480</b>	-10.8%	-4.8%	-6.0%		<b>1,832</b>	<b>1,882</b>	-2.7%	1.8%	-4.5%
	<b>524</b>	<b>585</b>	-10.4%	-5.5%	-4.9%		<b>2,239</b>	<b>2,295</b>	-2.4%	1.3%	-3.7%
	<b>150</b>	<b>153</b>	-2.0%	-2.0%	-		<b>600</b>	<b>602</b>	-0.3%	-0.3%	-
	<b>264</b>	<b>265</b>	-0.4%	6.1%	-6.5%		<b>1,047</b>	<b>1,020</b>	2.6%	5.9%	-3.3%
	<b>414</b>	<b>418</b>	-1.0%	3.1%	-4.1%		<b>1,647</b>	<b>1,622</b>	1.5%	3.6%	-2.1%
	<b>362</b>	<b>332</b>	9.0%	9.0%	-		<b>1,357</b>	<b>1,286</b>	5.5%	5.5%	-
	<b>711</b>	<b>747</b>	-4.8%	3.6%	-8.4%		<b>2,749</b>	<b>2,742</b>	0.3%	3.7%	-3.4%
	<b>1,073</b>	<b>1,079</b>	-0.6%	5.2%	-5.8%		<b>4,106</b>	<b>4,028</b>	1.9%	4.2%	-2.3%
	<b>471</b>	<b>432</b>	9.0%	9.0%	-		<b>1,834</b>	<b>1,752</b>	4.7%	4.7%	-
	<b>485</b>	<b>538</b>	-9.9%	-3.7%	-6.2%		<b>1,924</b>	<b>1,952</b>	-1.4%	1.2%	-2.6%
	<b>956</b>	<b>970</b>	-1.4%	2.0%	-3.4%		<b>3,758</b>	<b>3,704</b>	1.5%	2.9%	-1.4%
	<b>7</b>	<b>38</b>	-81.6%	-81.6%	-		<b>50</b>	<b>280</b>	-82.1%	-82.1%	-
	<b>301</b>	<b>310</b>	-2.9%	6.0%	-8.9%		<b>1,252</b>	<b>1,288</b>	-2.8%	2.6%	-5.4%
	<b>308</b>	<b>348</b>	-11.5%	-3.6%	-7.9%		<b>1,302</b>	<b>1,568</b>	-17.0%	-12.6%	-4.4%
	<b>208</b>	<b>203</b>	2.5%	2.5%	-		<b>848</b>	<b>829</b>	2.3%	2.3%	-
	<b>123</b>	<b>150</b>	-18.0%	-11.6%	-6.4%		<b>596</b>	<b>651</b>	-8.4%	-6.3%	-2.1%
	<b>331</b>	<b>353</b>	-6.2%	-3.5%	-2.7%		<b>1,444</b>	<b>1,480</b>	-2.4%	-1.5%	-0.9%
	<b>1,294</b>	<b>1,263</b>	2.5%	2.5%	-		<b>5,096</b>	<b>5,162</b>	-1.3%	-1.3%	-
	<b>2,312</b>	<b>2,490</b>	-7.1%	0.1%	-7.2%		<b>9,400</b>	<b>9,535</b>	-1.4%	2.3%	-3.7%
<b>\$</b>	<b>3,606</b>	<b>3,753</b>	-3.9%	0.9%	-4.8%	<b>\$</b>	<b>14,496</b>	<b>14,697</b>	-1.4%	1.0%	-2.4%

See footnotes at end of schedule



**REPORTED SALES vs. PRIOR PERIOD (\$MM)**

**PHARMACEUTICAL SEGMENT <sup>(2),(3)</sup>**

**IMMUNOLOGY**

	2014	2013	Reported	% Change Operational <sup>(1)</sup>	Currency
US	\$ 1,816	1,726	5.2%	5.2%	-
Intl	762	676	12.7%	22.2%	-9.5%
WW	2,578	2,402	7.3%	10.0%	-2.7%

**REMICADE**

US	\$ 1,052	982	7.1%	7.1%	-
US Exports <sup>(4)</sup>	244	367	-33.5%	-33.5%	-
Intl	376	363	3.6%	12.6%	-9.0%
WW	1,672	1,712	-2.3%	-0.4%	-1.9%

**SIMPONI/SIMPONIARIA**

US	164	112	46.4%	46.4%	-
Intl	182	142	28.2%	39.0%	-10.8%
WW	346	254	36.2%	42.2%	-6.0%

**STELARA**

US	356	265	34.3%	34.3%	-
Intl	189	152	24.3%	34.3%	-10.0%
WW	545	417	30.7%	34.4%	-3.7%

**OTHER IMMUNOLOGY**

US	-	-	-	-	-
Intl	15	19	-21.1%	-15.9%	-5.2%
WW	15	19	-21.1%	-15.9%	-5.2%

**INFECTIOUS DISEASES**

US	564	302	86.8%	86.8%	-
Intl	512	642	-20.2%	-12.1%	-8.1%
WW	1,076	944	14.0%	19.5%	-5.5%

**EDURANT**

US	6	5	20.0%	20.0%	-
Intl	84	68	23.5%	33.8%	-10.3%
WW	90	73	23.3%	32.9%	-9.6%

**INCIVO**

US	-	-	-	-	-
Intl	5	107	-95.3%	-90.7%	-4.6%
WW	5	107	-95.3%	-90.7%	-4.6%

**OLYSIO/SOVRIAD**

US	256	13	*	*	-
Intl	65	10	*	*	-12.5%
WW	321	23	*	*	-2.5%

**PREZISTA**

US	243	229	6.1%	6.1%	-
Intl	205	232	-11.6%	-3.5%	-8.1%
WW	448	461	-2.8%	1.3%	-4.1%

**OTHER INFECTIOUS DISEASES**

US	59	55	7.3%	7.3%	-
Intl	153	225	-32.0%	-26.1%	-5.9%
WW	212	280	-24.3%	-19.6%	-4.7%

TWELVE MONTHS					
	2014	2013	Reported	% Change Operational <sup>(1)</sup>	Currency
US	\$ 7,111	6,591	7.9%	7.9%	-
Intl	3,082	2,599	18.6%	23.3%	-4.7%
WW	10,193	9,190	10.9%	12.2%	-1.3%
REMICADE	4,155	3,891	6.8%	6.8%	-
US Exports <sup>(4)</sup>	1,078	1,339	-19.5%	-19.5%	-
Intl	1,635	1,443	13.3%	19.0%	-5.7%
WW	6,868	6,673	2.9%	4.1%	-1.2%
SIMPONI/SIMPONIARIA	544	404	34.7%	34.7%	-
Intl	643	528	21.8%	26.4%	-4.6%
WW	1,187	932	27.4%	30.0%	-2.6%
STELARA	1,334	957	39.4%	39.4%	-
Intl	738	547	34.9%	37.3%	-2.4%
WW	2,072	1,504	37.8%	38.7%	-0.9%
OTHER IMMUNOLOGY	-	-	-	-	-
Intl	66	81	-18.5%	-14.3%	-4.2%
WW	66	81	-18.5%	-14.3%	-4.2%
INFECTIOUS DISEASES	3,112	1,077	*	*	-
Intl	2,487	2,473	0.6%	2.5%	-1.9%
WW	5,599	3,550	57.7%	58.6%	-0.9%
EDURANT	24	15	60.0%	60.0%	-
Intl	341	221	54.3%	54.3%	0.0%
WW	365	236	54.7%	54.7%	0.0%
INCIVO	-	-	-	-	-
Intl	226	517	-56.3%	-55.0%	-1.3%
WW	226	517	-56.3%	-55.0%	-1.3%
OLYSIO/SOVRIAD	1,943	13	*	*	-
Intl	359	10	*	*	-2.3%
WW	2,302	23	*	*	-0.4%
PREZISTA	930	807	15.2%	15.2%	-
Intl	901	866	4.0%	5.9%	-1.9%
WW	1,831	1,673	9.4%	10.4%	-1.0%
OTHER INFECTIOUS DISEASES	215	242	-11.2%	-11.2%	-
Intl	660	859	-23.2%	-21.2%	-2.0%
WW	875	1,101	-20.5%	-18.9%	-1.6%

**REPORTED SALES vs. PRIOR PERIOD (\$MM)**

	FOURTH QUARTER					TWELVE MONTHS				
	2014	2013	Reported	% Change Operational <sup>(1)</sup>	Currency	2014	2013	Reported	% Change Operational <sup>(1)</sup>	Currency
<b>NEUROSCIENCE</b>										
US	645	611	5.6%	5.6%	-	2,452	2,584	-5.1%	-5.1%	-
Intl	1,006	1,040	-3.3%	5.1%	-8.4%	4,035	4,083	-1.2%	2.2%	-3.4%
WW	1,651	1,651	0.0%	5.3%	-5.3%	6,487	6,667	-2.7%	-0.6%	-2.1%
<u>CONCERTA/METHYLPHENIDATE</u>										
US	55	46	19.6%	19.6%	-	152	308	-50.6%	-50.6%	-
Intl	114	123	-7.3%	0.5%	-7.8%	447	474	-5.7%	-1.6%	-4.1%
WW	169	169	0.0%	5.7%	-5.7%	599	782	-23.4%	-20.9%	-2.5%
<u>INVEGA</u>										
US	96	87	10.3%	10.3%	-	360	316	13.9%	13.9%	-
Intl	65	67	-3.0%	7.0%	-10.0%	280	267	4.9%	8.7%	-3.8%
WW	161	154	4.5%	8.9%	-4.4%	640	583	9.8%	11.5%	-1.7%
<u>INVEGA SUSTENNA/ XEPLION</u>										
US	226	188	20.2%	20.2%	-	825	690	19.6%	19.6%	-
Intl	192	162	18.5%	27.8%	-9.3%	763	558	36.7%	39.1%	-2.4%
WW	418	350	19.4%	23.7%	-4.3%	1,588	1,248	27.2%	28.3%	-1.1%
<u>RISPERDAL CONSTA</u>										
US	104	113	-8.0%	-8.0%	-	427	440	-3.0%	-3.0%	-
Intl	190	208	-8.7%	-0.5%	-8.2%	763	878	-13.1%	-10.9%	-2.2%
WW	294	321	-8.4%	-3.1%	-5.3%	1,190	1,318	-9.7%	-8.2%	-1.5%
<u>OTHER NEUROSCIENCE</u>										
US	164	177	-7.3%	-7.3%	-	688	830	-17.1%	-17.1%	-
Intl	445	480	-7.3%	0.8%	-8.1%	1,782	1,906	-6.5%	-2.4%	-4.1%
WW	609	657	-7.3%	-1.4%	-5.9%	2,470	2,736	-9.7%	-6.9%	-2.8%
<b>ONCOLOGY</b>										
US	334	216	54.6%	54.6%	-	1,157	848	36.4%	36.4%	-
Intl	878	897	-2.1%	6.7%	-8.8%	3,300	2,925	12.8%	16.0%	-3.2%
WW	1,212	1,113	8.9%	16.0%	-7.1%	4,457	3,773	18.1%	20.6%	-2.5%
<u>VELCADE</u>										
US	-	-	-	-	-	-	-	-	-	-
Intl	418	524	-20.2%	-12.1%	-8.1%	1,618	1,660	-2.5%	1.1%	-3.6%
WW	418	524	-20.2%	-12.1%	-8.1%	1,618	1,660	-2.5%	1.1%	-3.6%
<u>ZYTIGA</u>										
US	255	211	20.9%	20.9%	-	971	750	29.5%	29.5%	-
Intl	340	284	19.7%	29.9%	-10.2%	1,266	948	33.5%	36.1%	-2.6%
WW	595	495	20.2%	26.0%	-5.8%	2,237	1,698	31.7%	33.1%	-1.4%
<u>OTHER ONCOLOGY</u>										
US	79	5	*	*	-	186	98	89.8%	89.8%	-
Intl	120	89	34.8%	43.9%	-9.1%	416	317	31.2%	34.2%	-3.0%
WW	199	94	*	*	-8.6%	602	415	45.1%	47.4%	-2.3%

**REPORTED SALES vs. PRIOR PERIOD (\$MM)**

**TOTAL OTHER**

US  
 Intl  
 WW  
PROCIT/EPREX  
 US  
 Intl  
 WW  
XARELTO  
 US  
 Intl  
 WW  
OTHER  
 US  
 Intl  
 WW

**TOTAL PHARMACEUTICAL**

US  
 Intl  
 WW

FOURTH QUARTER						TWELVE MONTHS					
2014	2013	% Change			Currency	2014	2013	% Change			Currency
		Reported	Operational <sup>(1)</sup>					Reported	Operational <sup>(1)</sup>		
997	696	43.2%	43.2%	-		3,600	2,848	26.4%	26.4%	-	
485	490	-1.0%	6.0%	-7.0%		1,977	2,097	-5.7%	-3.4%	-2.3%	
1,482	1,186	25.0%	27.9%	-2.9%		5,577	4,945	12.8%	13.8%	-1.0%	
177	168	5.4%	5.4%	-		715	795	-10.1%	-10.1%	-	
125	139	-10.1%	-3.2%	-6.9%		523	569	-8.1%	-6.2%	-1.9%	
302	307	-1.6%	1.5%	-3.1%		1,238	1,364	-9.2%	-8.4%	-0.8%	
428	271	57.9%	57.9%	-		1,522	864	76.2%	76.2%	-	
-	-	-	-	-		-	-	-	-	-	
428	271	57.9%	57.9%	-		1,522	864	76.2%	76.2%	-	
392	257	52.5%	52.5%	-		1,363	1,189	14.6%	14.6%	-	
360	351	2.6%	9.6%	-7.0%		1,454	1,528	-4.8%	-2.4%	-2.4%	
752	608	23.7%	27.7%	-4.0%		2,817	2,717	3.7%	5.0%	-1.3%	
4,356	3,551	22.7%	22.7%	-		17,432	13,948	25.0%	25.0%	-	
3,643	3,745	-2.7%	5.8%	-8.5%		14,881	14,177	5.0%	8.3%	-3.3%	
<u>\$ 7,999</u>	<u>7,296</u>	9.6%	13.9%	-4.3%		<u>\$ 32,313</u>	<u>28,125</u>	14.9%	16.5%	-1.6%	

See footnotes at end of schedule

**REPORTED SALES vs. PRIOR PERIOD (\$MM)**

**MEDICAL DEVICES <sup>(2),(3),(7)</sup>**

**CARDIOVASCULAR CARE**

US

Intl

WW

**DIABETES CARE**

US

Intl

WW

**DIAGNOSTICS <sup>(5)</sup>**

US

Intl

WW

**ORTHOPAEDICS**

US

Intl

WW

**SPECIALTY SURGERY/OTHER <sup>(6)</sup>**

US

Intl

WW

**SURGICAL CARE**

US

Intl

WW

**VISION CARE**

US

Intl

WW

**TOTAL MEDICAL DEVICES**

US

Intl

WW

FOURTH QUARTER						TWELVE MONTHS					
	2014	2013	Reported	% Change Operational <sup>(1)</sup>	Currency		2014	2013	Reported	% Change Operational <sup>(1)</sup>	Currency
\$	222	210	5.7%	5.7%	-	\$	862	808	6.7%	6.7%	-
	336	324	3.7%	12.4%	-8.7%		1,346	1,269	6.1%	9.4%	-3.3%
	558	534	4.5%	9.8%	-5.3%		2,208	2,077	6.3%	8.3%	-2.0%
	206	219	-5.9%	-5.9%	-		864	998	-13.4%	-13.4%	-
	308	344	-10.5%	-1.5%	-9.0%		1,278	1,311	-2.5%	0.8%	-3.3%
	514	563	-8.7%	-3.2%	-5.5%		2,142	2,309	-7.2%	-5.3%	-1.9%
	-	215	**	**	-		456	926	-50.8%	-50.8%	-
	14	251	-94.4%	-90.5%	-3.9%		506	959	-47.2%	-44.9%	-2.3%
	14	466	-97.0%	-94.9%	-2.1%		962	1,885	-49.0%	-47.8%	-1.2%
	1,339	1,307	2.4%	2.4%	-		5,197	5,074	2.4%	2.4%	-
	1,102	1,149	-4.1%	3.3%	-7.4%		4,478	4,435	1.0%	3.5%	-2.5%
	2,441	2,456	-0.6%	2.8%	-3.4%		9,675	9,509	1.7%	2.9%	-1.2%
	425	422	0.7%	0.7%	-		1,679	1,664	0.9%	0.9%	-
	479	507	-5.5%	2.1%	-7.6%		1,862	1,840	1.2%	4.9%	-3.7%
	904	929	-2.7%	1.5%	-4.2%		3,541	3,504	1.1%	3.0%	-1.9%
	567	599	-5.3%	-5.3%	-		2,221	2,294	-3.2%	-3.2%	-
	1,005	1,040	-3.4%	4.0%	-7.4%		3,955	3,975	-0.5%	2.6%	-3.1%
	1,572	1,639	-4.1%	0.6%	-4.7%		6,176	6,269	-1.5%	0.5%	-2.0%
	195	228	-14.5%	-14.5%	-		975	1,036	-5.9%	-5.9%	-
	451	491	-8.1%	1.7%	-9.8%		1,843	1,901	-3.1%	1.7%	-4.8%
	646	719	-10.2%	-3.5%	-6.7%		2,818	2,937	-4.1%	-1.0%	-3.1%
	2,954	3,200	-7.7%	-7.7%	-		12,254	12,800	-4.3%	-4.3%	-
	3,695	4,106	-10.0%	-2.3%	-7.7%		15,268	15,690	-2.7%	0.5%	-3.2%
\$	6,649	7,306	-9.0%	-4.7%	-4.3%	\$	27,522	28,490	-3.4%	-1.6%	-1.8%

\* Percentage greater than 100%

\*\* Not meaningful

(1) Operational growth excludes the effect of translational currency

(2) Unaudited

(3) Prior year amounts have been reclassified to conform to current year product disclosure

(4) Reported as U.S. sales

(5) Reflects Diagnostics divestiture June 30, 2014

(6) Infection Prevention now reflected in Specialty Surgery/Other, previously reported independently

(7) Previously referred to as Medical Devices and Diagnostics